

FSC-13-A	1/24/97	PARTIAL DISTRIBUTION				
SUBJECT:	DORAL Box 100's Introduction Fact Book - Pittsburgh and Buffalo Regions					
DISTRIBUTION:						
<input checked="" type="checkbox"/> AVP	<input checked="" type="checkbox"/> KAM	DM	11	21	51	62
<input checked="" type="checkbox"/> RSM	<input checked="" type="checkbox"/> AM	RM	12	22	54	63
<input checked="" type="checkbox"/> RBM	<input checked="" type="checkbox"/> AE	REP	13	23	56	66
<input checked="" type="checkbox"/> ROM			16	x 26	58	67
			17	x 29		69
			18			

Attached is the selling and promotional support information for the DORAL Full Flavor Box 100's and DORAL Lights Box 100's introduction in the Pittsburgh and Buffalo Regions scheduled for DTS of March 3, 1997.

It is important that you distribute and review this information with the appropriate Managers/Reps in your region.

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R. J. REYNOLDS TOBACCO COMPANY